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# The Supplier

An information bulletin for suppliers

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No. 8 Summer 1990

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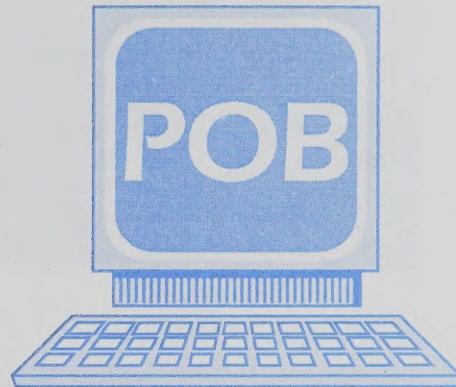


Canada

## Procurement opportunities board

The newly named Supply and Services Procurement Opportunities Board (POB), heart of the department's Open Bidding initiative, will be operated on a user-pay basis, beginning September 1.

The system, first introduced as the Electronic Bulletin Board (EBB) on a pilot-project basis late in 1989, is now fully operational. Based on survey indications that suppliers would be willing to pay to use the board, the department has decided this is the appropriate time to ask suppliers to share the costs.



Subscribers to POB, which will be operated through Telecom Canada's iNet 2000 service, will be charged a flat monthly rate of \$3.30 plus 29 cents for each minute of access time (plus applicable tax) from 8:00 am to 6:00 pm. Discounts are available

**POB** continues, page 8

## From FST to GST: Transition procedures

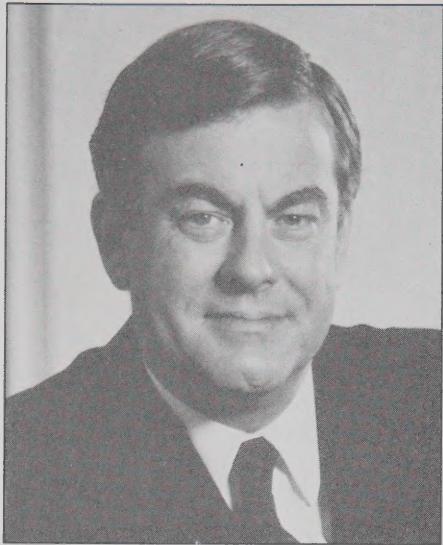
The Government of Canada proposes to eliminate the existing federal sales tax (FST) of 13.5 per cent and replace it with a Goods and Services Tax (GST) of 7 per cent on January 1, 1991. At that time, Canada will join 48 other countries that have similar tax systems.

From the perspective of businesses, there are two major differences

between the new tax and the federal sales tax. One, the GST will apply to services as well as goods and two, the GST will be collected on sales at all trade levels. However, because businesses do not generally buy goods and services for personal consumption, they will be able to recover fully the

**Transition** continues, page 5

## From the Minister's desk...



### More open for business

The political and economic map of the world is changing radically and Canadians are discovering access to new markets never before imagined. Canadians must dare to be competitive if this country is to prosper in the broader world markets of the 1990s.

To be competitive in this world market, Canadian businesses must be competitive at home. Some say that it is the responsibility of governments to create a public policy environment that encourages higher levels of performance by the private sector.

In order to encourage Canadian businesses to meet this challenge, Supply and Services has introduced a fundamental change in federal government purchasing — Open Bidding. During the next year, my department, Supply and Services Canada (SSC), will be buying nearly \$2 billion worth of goods

using Open Bidding — a process that will make our buying more open and more competitive by opening up the federal procurement market to all Canadian firms whether or not they are on a SSC source list.

Open Bidding will help ensure that we get the best value for the tax dollars we spend on behalf of Canadian citizens. At the same time, firms will find it easier to do business with the federal government. It also means fair access to federal government contract opportunities for everyone in the business community. By publicly advertising our requirements on our electronic bulletin board, you, the supplier, can decide to bid on the requirements that suit your capabilities without having to wait for an invitation.

When Open Bidding first began in 1981, advertising of government requirements was limited to those purchases covered under GATT. This was followed up in 1989 by the introduction of the Canada-U.S. Free Trade Agreement (FTA). In April 1989, we began publishing our Notices of Proposed Purchases in our *Government Business Opportunities* (GBO) publication. Taking advantage of technological developments, SSC introduced an electronic bulletin board system to advertise printing requirements in 1986 and in 1989 expanded the system to cover certain science contracting and informatics professional services.

Last November, we further developed our Open Bidding initiative, providing a limited

expansion to include instrumentation, medical supplies, hand tools and small boats valued at \$25,000 and over.

The project was such a success that we have expanded the program to cover the majority of our competitive transactions involving goods and some services valued at \$25,000 or more.

In this issue of *Supplier*, I would like to thank the members of the business community who provided their comments and advice during my recent Minister-Industry Dialogue tour of the country. Your reactions reinforced my belief that an Open Bidding system is fairer and more transparent. The concerns you raised are also valid and will be addressed as we continue to improve the Open Bidding system.

I encourage you also to read the daily *GBO* which lists all GATT and FTA opportunities. This publication is your key to the expanding international market through the publication of American, FTA and international notices.

I hope you enjoy this issue of *Supplier* and I invite you to send me your comments and concerns so that we may continue our Minister-Industry Dialogue.

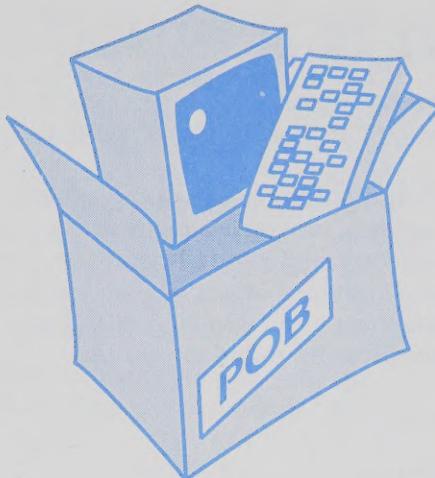
A handwritten signature in black ink, appearing to read "Paul Dick".

Paul Dick  
Minister  
Supply and Services Canada

# Open Bidding Continues

Supply and Services Canada began its expanded Open Bidding Pilot Project on April 2. This followed the first stage of the pilot project begun on November 15 whose primary purpose was to make government contract opportunities better known throughout the country, particularly among those companies that are not registered with the department as potential suppliers.

The results of the pilot project were so encouraging that the minister gave the go-ahead for the second phase of the project. The expansion of Open Bidding permits Canadian industry to



adjust to international trading practices since SSC's procurement process is in line with what

is used for bids solicited under the General Agreement on Tariffs and Trade (GATT) and the Canada-U.S. Free Trade Agreement (FTA).

The cornerstone of the system is SSC's Procurement Opportunities Board (POB), formerly the EBB, which is accessible using a personal computer or terminal (see article on page 6). The expansion of the pilot project has resulted in few changes to the operational procedures followed since the pilot project was implemented in November.

## Key elements

Following is a summary of the essential elements of the expanded pilot:

1. The majority of requirements for products worth \$25,000 and over are advertised on POB (for exclusions, see the list on page 8).
2. On the services side, only informatics professional services and certain scientific requirements are included.
3. Standing offers are included when the total call-ups will reach \$25,000 for the duration of the standing offer or a 12-month period, whichever is shorter.
4. Sole-source contract opportunities are not advertised.
5. Source lists of potential suppliers will be maintained pending a detailed evaluation of the pilot project.
6. Companies can electronically request bid solicitation documents through the POB. The documents will be sent by mail.
7. Bid sets will be sent to companies on the source lists for Open Bidding opportunities as well as to those requesting them through POB.
8. Suppliers must be prepared to prove their ability to supply quality products on time and at competitive prices prior to award of federal contracts.
9. The Area Buy Policy does not apply.
10. Further information on POB is available by calling Supply and Services (819) 956-3440.

**Open Bidding** continues, page 8

# "With twenty-six million people, communication is a must"

There was a time when the business community expressed many reservations about doing business with the government because of the delays involved. Times have changed. More and more, industry and government are coming together and learning more about each other's

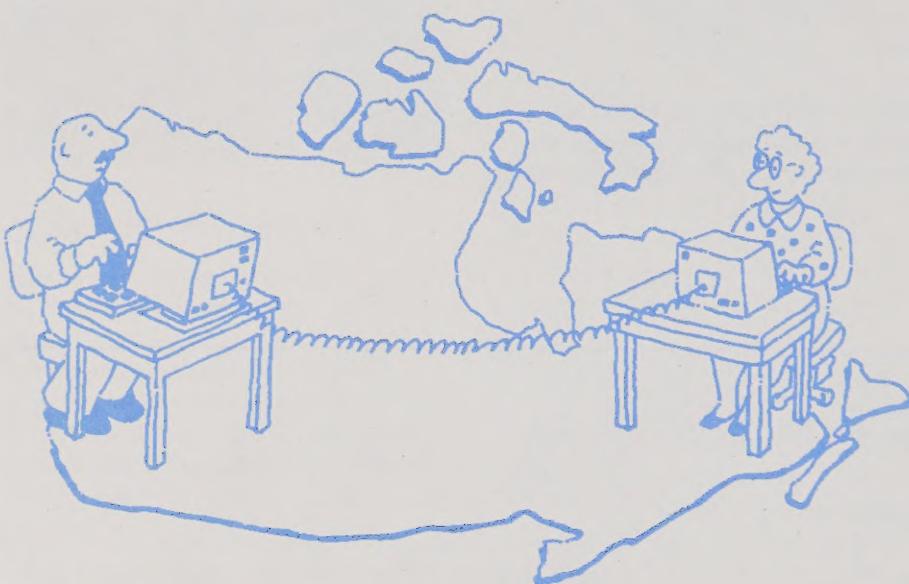
operations to improve business opportunities for Canadian firms.

Helping this process along was a series of consultation sessions held across Canada by Supply and Services Minister Paul Dick. Beginning in October 1989, the minister travelled across the

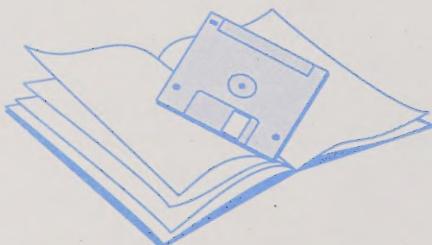
country to have frank, informal discussions with members of the business community.

These meetings included a wide range of businesses and business people, from the president of a multinational company to an executive of a small firm that is managing finances, marketing and shipping with only two or three employees and included not only current SSC suppliers but also those who had never done business with the federal government.

The minister consulted the business community on Open Bidding — what he considers the "way of the future" for federal contracting — and gained feedback on their experience in doing business with the government. The minister also discussed implementation of the Open Bidding system using the electronic bulletin board making it possible to iron out difficulties and find solutions to problems.



## New simplified Manual



The new *Standard Acquisitions Clauses and Conditions Reference Manual*, a compilation of SSC general and supplemental standard conditions, tender and contract clauses, and policy program statements, will be intro-

duced by Supply and Services Canada in late 1990.

The contents of the manual will be accessible through a separate module on the Procurement Opportunities Board (for companies that have computers and modems). As well, a printed copy and a diskette version will be available for a nominal fee from the Canadian Government Publishing Centre.

Copies of the manual will also be on hand for consultation at dis-

trict and regional offices of Supply and Services and at public libraries.

This manual will result in more streamlined procurement documents since the appropriate manual contents will simply be incorporated by reference, e.g. number, table and date, rather than inclusion of the complete text.

Additional information on this initiative will be provided in future editions of the *Supplier*.

## Transition from page 1

GST paid on their purchases. Revenue Canada will automatically make available full details on claiming input tax credits to registered companies.

On the proposed start-up date of January 1, 1991, companies may be in the midst of uncompleted transactions. For example, they may have committed themselves to delivering goods and services after January 1 at prices including the FST, rather than the new GST.

To help suppliers deal with such situations and to ensure a smooth transition from the FST to the GST system, Supply and Services Canada (SSC) will make several adjustments during the change-over period. For example, SSC will examine current negotiated contracts specifying delivery of goods and services after January 1, and negotiate adjustments in accordance with the new GST rather than the FST.

As of January 1, the Government of Canada, like any other enterprise, would pay the GST on its purchases (unless they are tax free or tax exempt) and it would collect the tax on its sales (for example, through Crown Assets and publishing and expositions services).

Legislation provides a short list of goods and services that are tax exempt: most educational services, most financial services (including insurance), health and dental care services, long-term residential rents and daycare services. Other goods and services are zero-rated: any product or service that is exported, most agricultural and fish products, certain major purchases by farmers and fishermen, basic groceries, prescribed medical devices and prescription drugs.

Wholesalers and retailers who have inventories for resale at the proposed start-up date of the GST, on which FST will have already been paid, will be eligible to receive a rebate of the FST from Revenue Canada on their inventories on hand on December 31, 1990. The rebates will be based on a schedule provided by Revenue Canada.

For the transition period, the following procedures at SSC will apply:

- bidders will provide price quotations exclusive of FST and GST;
- bidders will provide a separate estimated amount of FST, if any, based on the current provisions of the Excise Tax Act with details on how this amount is determined. For bidders proposing progress payments or milestone payments, the amount of each claim and the FST applicable to it must be shown;
- bids will be evaluated on the basis of the quoted price(s) plus the amount of FST;
- bidders will submit a certified statement of the cost directly attributable to FST for goods delivered before the date the tax is withdrawn. The certified statement may be subject to audit by the Contract Authority;
- FST will not be paid if delivery of the goods occurred after this date;
- GST will be incorporated into all invoices when it is introduced and the Government of Canada will pay the tax to suppliers; and
- for purchases and leases where FST is not currently payable,

bidders will quote prices exclusive of GST. The Government of Canada will pay any applicable GST on supplies made after December 31, 1990 and suppliers will remit the tax to Revenue Canada.

For more information on procedures when dealing with Supply and Services Canada, call SSC's Supply Program Management Directorate in Ottawa/Hull at (819) 956-0910.

For general information on the proposed GST, please call one of the following numbers:

1-800-267-6620 (English)

1-800-267-6640 (French)

1-800-267-6650 (device for the hearing impaired).

# Log on instructions for SSC Procurement Opportunities Board



## A Equipment

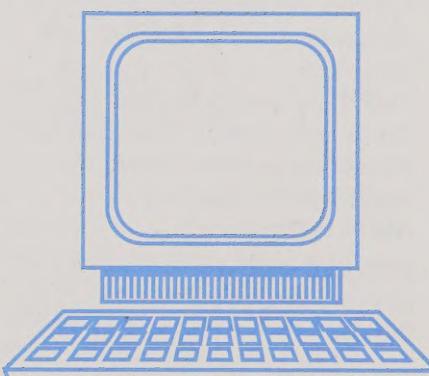
1. A microcomputer, preferably IBM PC compatible, with a terminal emulator software package, such as Procomm, Crosstalk or Telix. Alternatively, you may use any asynch terminal. NOTE: not all terminals will operate in asynch mode. Please refer to your operator manual if you are not sure.
2. A modem, capable of 2400, 1200 or 300 baud, such as a Hayes compatible modem.
3. A phone line connected to your modem. A modem acts like a telephone allowing your computer or terminal to communicate with another computer.

## B Communicating with the SSC Board

Before accessing the SSC Procurement Opportunities Board (POB) complete and sign the application form enclosed in this

issue of the Supplier or available by calling the Open Bidding Hotline at 1-819-956-3440. Submit your form to Telecom Canada and once it has been processed, you will receive an information network user reference card with instructions for accessing the Board. The following instructions are slightly more explicit:

1. Set your modem to its highest speed (maximum 2400 baud). The baud rate determines how fast data is sent between the POB and your computer.
2. If you are using a Personal Computer (PC), set your terminal emulator to ANSI mode (or emulation), and the character format to 8 bits, no parity. If your terminal emulator does not have an ANSI emulator you can also try VT100 or ANSI X.34 emulation. Also, select *Full duplex* communication mode. This will enable your PC to display French characters and to use other PC features.



If you have a terminal instead of a PC, set your character format to 7 bits, with parity, even or odd. No French characters or other PC features will be available in this mode.

3. Access your terminal emulator software and at the prompt, *Dial what number?*, enter the Datapac Public Dial Port number. This number is listed in the telephone directory for your area under Datapac Public Dial Ports. Be sure to select the phone number which corresponds to the speed at which you have set your modem.

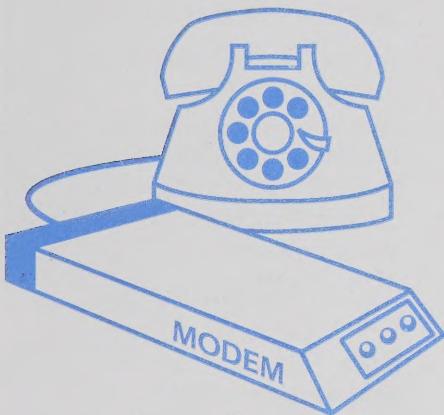


4. When you hear a high pitched beep, establish the communications link by following the instructions for your modem. (The beep may not always be heard.)
5. Enter three periods (...) then press *Enter*. (The carriage return key may be indicated on your terminal by *Return*, *Send*, *Enter*, etc.)
6. Wait for datapac to acknowledge you (e.g. Datapac XXXX XXXX), then enter one of the following Datapac addresses: 79100900 or 87100900 (either will suffice). Press *Enter*.  
*Datapac: call connected to xxx* will appear on your screen once you have been connected.
7. Enter the *User-id/Code d'usager* which was con-

firmed with your *Information Network User Reference Card*

8. Enter your password exactly as appears on the *Information Network User Reference Card*, following carefully upper and lower case letters. Press *Enter* after typing your password.

If you receive this message: *User Identification is not recognised*, you may have entered ID incorrectly. Try again! If the problem persists call the Customer Assistance Centre at (1-800-267-8480)



As a security measure, you will be prompted to change your password the first time you connect with the system and every three months afterwards. Carefully record your new password. You will require your password plus your User ID every time you sign on.

9. Password must be 6 to 8 characters long; begin with a letter or number; contain at least one letter and one number; contain at least one special character, such as: !, #, \$, %, etc. To change your password, follow the screen instructions.

10. Once the connection is made, *Welcome to iNet* will appear

on the screen and you will enter the *Notice Board* of the service. The screen will display:

« Notice Board SSC POB  
1. PROCUREMENT  
INFORMATION »

At the *Notice* command, enter *A1* or *Access 1*. You will then be signed onto the POB database.

## C The SSC Procurement Opportunities Board (POB)

1. After signing on to the new POB, enter your name, a POB password of your choice, company name, and the address to which bid packages should be sent. You will need to give this complete information only once; however, each time you access POB, you must give your first name, last name and the POB password. You should update this information online as changes occur.

Once you have registered with the POB, you may go directly into the information menus.

2. The Main Menu of the POB will appear on the screen. The system menus and help screens will guide you through the system and procurement opportunities. Once you have logged off from the POB you must sign off from iNet.

## D Signing off from iNet

1. After signing off from the POB database you will return to the main service. At the *Notice* command, type *Bye* and press *Enter* to sign off.
2. You must also disconnect from the DATAPAC connection by exiting from your terminal emulation software. Follow any further instructions appearing on your screen.

## POB from page 1

to users outside this period. A typical POB session lasts approximately 10 minutes. Charges will appear on your monthly telephone statements.

(Until September 1, users of the Electronic Bulletin Board will have access to all the system's features, free of charge, by using their PCs or terminals to dial 228-3200, in the National Capital Region, or 1-800-267-9889.)

This issue of the *Supplier* contains an application form for subscription to iNet 2000 and the POB. In addition, all current users of the bulletin board will have received an application form directly from Telecom Canada. Once your application has been received, Telecom Canada will send complete documentation regarding access to the board. All inquiries about the service will be handled by the company's Customer Service Centre that may be reached at 1-800-267-8480.

## Open Bidding from page 3

The favourable reaction of suppliers made it possible to move from a pilot to an operational mode. We invite you to continue

to give us your comments so that open bidding can evolve even further.

### Exclusions

The Open Bidding Policy does not apply to the following:

- a) contracts subject to international agreements such as the Canada-U.S. Defence Production Sharing Program, the Auto Pact, the European Research, Development and Production agreements, and so on;
- b) procurements for the protection of Canada's essential security interests relating to arms, ammunition or war materials, or to procurement indispensable for national security or national defence purposes;
- c) procurements from government rehabilitation institutions;
- d) procurements made by SSC offices abroad;
- e) major Crown projects;
- f) procurements made in furtherance of "tied aid" to developing countries where the recipient is required to spend the funds received on goods produced in Canada;
- g) procurements subject to direction by Cabinet, law or regulations, such as the Small Arms Replacement Project and Munitions Supply Program and the Defence Industry Productivity Program (DIPP);
- h) procurements for the Canadian Commercial Corporation (CCC).

L'invitation ouverte suite de la page 3

TPM suite de la page 1

de Télécom Canada, devront payer un taux uniforme mensuel de 3,30 \$ plus 29 sous pour chaque minute de temps d'accès (plus la taxe applicable) de 8h à 16h. Des

La réaction favorable des fournisseurs a vos commentaires pour permettre à l'invitation ouverte à tous les citoyens de faire les choses. Nous vous souhaitons de piloter à une façon courante un projet qui nous a permis de passer d'un état de faire les choses. Nous vous davantage.

TPM due approxiimation 10 minutes. Les frais seront factures sur votre compte de telephone mensuel.

Quels sont les tabliers d'affichage utilisateurs du tableau de bord ? Les électronique automobile accès à tous les services du système, sans frais, en utilisant leur PC ou leur terminal pour composer le 228-3200, dans la région de la Capitale nationale ou

## EXCLUSIONS

Sortie  
Net

du système et les menus d'aide vous aideront à utiliser le système et vous renseigneront sur les projets de marchés. Après avoir mis fin à la séance d'exploitation du TPM, vous devrez sortir du réseau Internet.

Tableau d'affichage TPM d'ASC

1. INFORMATION SUR LES ACHATS

Lorsque l'affiche la commande Notice, introduisez A1 ou Access 1. Vous verrez alors racordé à la base de données TPM.

Le tableau d'affichage des projets de marchés (TPM) d'ASC

C

10. Une fois la connexion établie, le message Welcome to Internet apparaît à l'écran. Vous pouvez alors utiliser les instructions affichées à l'écran pour modifier les paramètres spéciales comme l'adresse IP, le masque de sous-réseau, la passerelle et le serveur DNS. Une fois ces paramètres configurés, vous pouvez accéder à Internet via l'application Tableau d'affichage à l'écran.

7. **Introduisez votre mot de passe** (user id) conforme à la fiche de référence de l'utilisatuer sur le réseau.

8. **Introduisez le Code d'usager** (user id) conforme à la fiche de référence de l'utilisatuer sur le réseau.

9. **Introduisez votre mot de passe** exactement comme il figure sur la fiche de référence, en mettant des majuscules et des minuscules comme sur la fiche, puis appuyez sur Entrer.

Si vous recevez le message : **User Identification is not recognized**, c'est peut-être parce que vous avez mal introduit votre code d'usager. Introduisez-le de nouveau! Si le problème persiste, communiquez avec le Centre d'aide à la clientèle au 1-800-267-8480.

Pour des motifs liés à la sécurité, on vous demandera de modifier votre mot de passe la première fois que vous accédez au système et tous les trois mois par la suite. Notez bien que vous devrez l'introduire car vous aurez mot de passe, avec votre code d'usager chaque fois que vous entrez en communication.

Le mot de passe doit être constitué de 6 à 8 caractères, commencez par une lettre ou un chiffre, renoumez au moins

## Instructions d'entrée en communication pour l'accès au Tableau des projets de marchés d'ASC

Si vous utilisez un terminal plutt&gt; qu'un PC, regleze le for- mat des caract&gt;res de vote ter- minal à 7 bits, avec bit de partie ou d'impairite. Les ca- ract&gt;res accessibles tanguis ou autres fonctions de PC ne sont pas disponibles dans ce mode. Si vous utilisez votre logiciel Accdez à votre logiciel d'émulation de terminal. A- l'invite Dial what number?, entrez votre localité sous la rubrique lignes banali&gt;es. Prenez soin de bien noter le numero de téléphone portable — entrez tél&gt;pho- datapac — et appuyez sur Entrer. La touche de tonalité aiguë, établi&gt;se la communication en suivant les instructions applicables à votre modem. (Le bip n'est pas toujours audible).

Après que vous entendez un bip de tonalité aiguë, appuyez sur Entrer. (La touche de retour de chariot de vote terminal peut &tre identifiée par les mots Return, Send, Entrer, etc.).

Attendez que le réseau datapac vous envoie un message d'accuse de réception (par ex., datapac XXXX XXXX), puis datapac suivantes : 79100900 ou 87100900 (une ou l'autre suffira), puis appuyez sur Entrer.

La message datapac : call con- nected to xxxx xxxx s'affiche à l'écran des I&gt;etablissement de datapac.

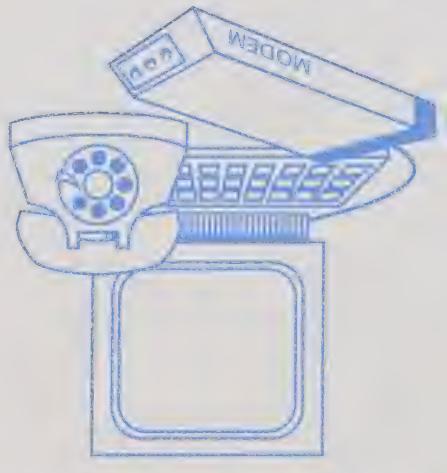
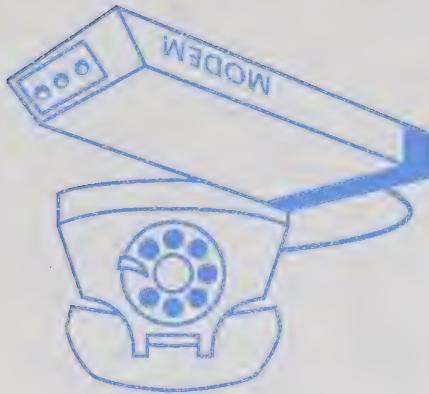
du Formulaire de demande, que vous trouvez dans le présent numéro  
douvez obtenir du centre d'aide à la clientèle en composant le  
1-819-956-3440, et envoyoyer ce  
formulaire à Telecom Canada. Une  
fois la demande traitée, vous  
recevrez une fiche de référence de  
l'utilisateur ainsi que les  
instructions nécessaires pour  
accéder au tableau d'affichage. Les  
maximale (2400 bauds). Le  
debit détermine la vitesse de  
transmission des données entre  
le Tableau des projets de  
marchés (TPM) et votre  
ordinateur.

1. Un micro-ordinateur, de préférence un IBM PC compatible, et un logiciel d'émulation de terminal comme Procomm, CrossTalk ou Felix. Vous pourrez aussi utiliser une terminale asynchrone. NOTE : Les terminaux ne fonctionnent pas tous en mode asynchrone. Consultez votre guide d'utilisation si vous n'en êtes pas sûr.

2. Un modem de 2400, 1200 ou 300 bauds, comme un appareil Hayes compatible.

3. Une ligne téléphonique raccordée à votre modem. Celui-ci se compose comme un téléphone, permettant ainsi à un autre ordinateur de communiquer avec un autre ordinateur.

**B** Communication avec le tableau d'affichage d'ASC Avant d'accéder au tableau de projets de marchés d'ASC, vous



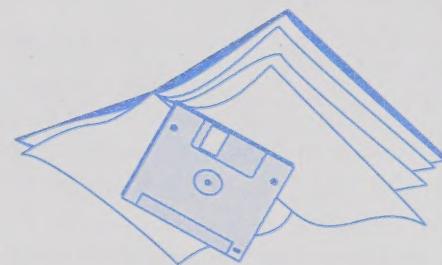


de l'information supplémentaire dans les numéros susmentionnés du sur cette initiative sera fournie dans les numéros susmentionnés du Fourmisœur.

multinationale au directeur général d'une petite compagnie financière, la commercialisation et l'expédition avec l'aide de deux ou trois employés. Enfin, parmi les représentants rencontrés, il y avait non seulement des fournisseurs habituels d'ASC mais également des personnes qui n'ont jamais fait affaire avec au centre des discussions, le ministre des discussions, le ouverte à soumissionner qui est, selon lui, «la voie de l'avvenir» pour les marchés publics et il a pu avoir le point de vue du monde des affaires sur leur expérience de faire affaire avec le gouvernement. Le ministre a aussi discuté de l'implantation du système d'invitation ouverte à soumissionner sur tableau d'affichage électronique. Cela a permis d'aplanir les difficultés et de trouver des solutions aux problèmes.

«On est 26 millions, faut se parler»

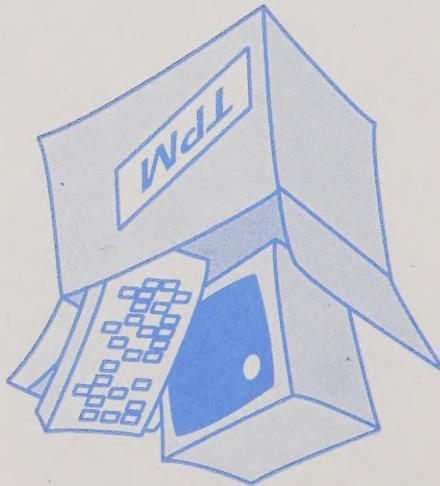
Nouveau manuel simplifié



Le nouveau Manuel des clauses et des conditions négociées d'achat est un recueil des conditions générales uniformentes, des clauses relatives aux soumissions et aux marchés ainsi que des énoncés de politiques de pro- grammes d'ASC. Il doit être

## Éléments clés

Le commerce international passe par le processus d'achat d'ASC est conforme à celui qu'il utilise pour les sommes sollicitées en vertu de l'accord général sur les tarifs douaniers et le commerce (GATT) et de l'accord de libre-échange Canada-États-Unis (ALE). La pierre angulaire du système démarre le tableau des projets de marchés (TPM), auparavant le TAE auquel on peut accéder à l'aide d'un modém d'ordinateur (voir l'article de la page 6). L'expansion du projet pilote appuie peu de changements aux procédures opérationnelles suivies depuis qu'il a été mis en œuvre en novembre.



## Expansion de l'invitation ouverte à soumissionner

John Dill

Paul Dick

Dans le présent numéro du *Fournisseur*, j'aimerais remercier tous les membres de la communauté des affiliés qui nous donne des conseils pendant la série de rencontres que j'ai tenues récemment dans le cadre de ma tournée Dialogue ministère/industrie. Nos réactions m'ont confirmé que l'invitation ouverte à soumissionner est un processus plus équitable et plus transparent. Les inquiétudes que vous avez manifestées sont égalemment valables et nous en tiendrons compte au fur et à mesure que nous améliorons le processus.

Je vous encourage à lire l'édition quotidienne de *Marches publiques* dans laquelle toutes les possibilités de marchés en vertu de l'accord GATT et de l'ALE sont énumérées. Cette publication vous ouvre les portes du marché international de plus en plus vaste, car des avis de sources américaines et internationales inviteront à nous communiquer vos observations et vos préoccupations afin que nous puissions poursuivre notre dialogue.

Je espère que ce numéro du *Fournisseur* saura vous plaire et je vous invite à nous communiquer vos observations et vos préoccupations.

Le projet a connu un tel succès que nous avons étendu le programme à la majorité des marchés compétitifs de biens et de certains services évalués à 25 000 \$ au plus.

Quand l'invitation ouverte à soumissionner s'est appliquée pour la première fois en 1981, la publication des besoins du gouvernement se limitait aux achats faits en vertu du GATT, puis en 1989 à ceux faits dans le cadre de marchés dans notre avions commençait. En avril 1989, nous avons commencé à publier nos avis de projets de marchés dans notre publication Marchés publics. Prenant avantage de l'avancement technologique, ASC a introduit en 1986 un système de tableau d'affichage électronique pour annoncer ses besoins en 1989 le système impératrice et en 1990 le système des besoins scientifiques et des services d'application de l'invitation à ouvrir une soumission pour y inclure les instruments, les fournitures médicales, les outils à main et les petites embauches.

rentrée de l'entrepise canadienne, qu'elles soient inscrites ou non sur les listes de fournisseurs d'ASC, pourront faire affaire avec le gouvernement. L'invitation ouverte à soumis- sionner nous aidera à obtenir la meilleure valeur en comparaison de chaque dollar que nous dépensons pour le compte des contribuables canadiennes. De même, les entre- prises réalisent qu'il est plus facile de faire affaire avec le gou- vernement fédéral. Cela signifie également que l'accès aux marchés passe par le gouvernement sera plus équitable pour toutes les entreprises. Grâce à l'amorce de nos besoins sur le tableau d'affaires, change électromécanique, vous pourrez, vous, le fournisseur décidé, d'envoyer une soumission pour des services ou des services que vous savez pourvoir offrir sans dévoiler attendre de recevoir une invitation.

A black and white portrait of a man with a serious expression, wearing a dark suit jacket and a white shirt. The image is framed by a thick black border.

